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**BEFORE THE
ILLINOIS COMMERCE COMMISSION**

ILLINOIS
COMMERCE COMMISSION
2004 DEC -8 A 11:12
CHIEF CLERK'S OFFICE

In the Matter of)

Advanced Telemanagement Group, Inc.)

Application for a Certificate of Interexchange
Authority to Operate as a Reseller of
Telecommunications Services Statewide
in the State of Illinois.)

Docket No. 04-0665

PREFILED TESTIMONY OF ROBERT D. MAGUIRE

Q. PLEASE STATE YOUR NAME AND BUSINESS ADDRESS.

A. My name is Robert D. Maguire. My business address is Advanced Telemanagement Group, Inc.,
8912 East Pinnacle Peak Road, Suite 423, Scottsdale, AZ 85255.

Q. BY WHOM ARE YOU EMPLOYED AND IN WHAT CAPACITY?

A. I am employed as President of Advanced Telemanagement Group, Inc.

**Q. PLEASE GIVE A BRIEF DESCRIPTION OF YOUR JOB RESPONSIBILITIES AND
YOUR BACKGROUND AND EXPERIENCE.**

A. I have approximately 16 years of operational and sales experience in the telecommunications industry. I spent 7 years as a Senior Sales Representative, first with Centex Telemanagement in New York and then with LDDS Communications in Boston and Arizona. I left LDDS in 1995 and founded Advanced Telemanagement Group, Inc. ("ATG"). As President of ATG, I am involved in directing our marketing efforts and maintaining all general business operations of the company. I have acted as a Master Sales Agent for 12 voice and data providers, have designed and implemented voice and data networks and trained and managed a network of sales agents across the country. I have an BA from Manhattan College in Business and Communications. Exhibit C of our Application contains my personal biography.

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3 **Q. WHAT IS THE PURPOSE OF YOUR TESTIMONY?**

4 **A.** The purpose of my testimony is to provide evidence regarding the financial, technical and
5 managerial abilities of Advanced Telemanagement Group, Inc. to provide high quality,
6 competitively priced telecommunications services in Illinois and to describe the services ATG
7 proposes to offer.

8 **Q. DESCRIBE THE GENERAL STRUCTURE OF THE COMPANY?**

9 **A.** ATG is a privately held Arizona corporation formed in January 1995. ATG was licensed to do
10 business in Illinois by the Illinois Secretary of State's office on June 9, 2004. A copy of the
11 company's Articles of Incorporation are provided in Exhibit B of our Application as well as a
12 Good Standing Certificate issued by the Illinois Secretary of State on October 29, 2004.

13 **Q. DESCRIBE ATG'S SERVICES AND HOW THE COMPANY INTENDS TO PROVIDE**
14 **THEM.**

15 **A.** ATG proposes to provide dedicated and switched access services and Private Line services from
16 points of origin within the State of Illinois to points of destination within the State of Illinois.
17 ATG targets its marketing efforts towards business customers. ATG's services will be provided
18 twenty-four hours a day, seven days a week. ATG is a switchless reseller and will not own or
19 operate any transmission facilities or switching equipment. ATG will utilize Global Crossing,
20 Sprint, WilTel and Qwest as its primary underlying carriers. The carriers will perform all long
21 distance switching and transmission functions on behalf of ATG. Customer lines will be "PIC'd"
22 to the specific carrier's network. ATG's underlying carrier will also provide the company with
23 call detail records for use in rating and billing monthly service usage. Customers will receive
24 billing for ATG services directly from the company. ATG's underlying carrier will provide a
25 daily transfer of a data file containing customer call detail. This information will be used to rate
26 each call and create each month's billing detail. Long distance usage will be billed in arrears.

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3 **Q. PLEASE PROVIDE THE STATES WHERE ATG HAS RECEIVED CERTIFICATION**
4 **AND THOSE STATES IN WHICH APPLICATIONS FOR CERTIFICATION ARE**
5 **PENDING.**

6 **A.** ATG has received certification to provide the same type services as we are requesting in Illinois in
7 the states of Utah, Washington, Texas, Florida, California, Oregon, Arizona, Washington DC,
8 Colorado, Virginia, New Jersey, Idaho, New York, Kansas, Missouri, Georgia, Michigan,
9 Montana, Wyoming, and North Carolina. We have applications pending in Ohio, Pennsylvania
10 and South Carolina.

11 **B. HAS ATG EVER BEEN DENIED CERTIFICATION BY ANY STATE OR EVER HAD**
12 **ITS CERTIFICATION REVOKED?**

13 **A.** No.

14 **Q. HOW ARE CUSTOMER QUESTIONS AND INQUIRES HANDLED?**

15 **A.** Personnel will be available twenty-four hours a day, seven days a week to respond to service and
16 billing problems. Customers will be able to reach our Customer Service Department through the
17 use of a toll-free number. That number is 800-832-1754.

18 **Q. DESCRIBE ATG'S FINANCIAL ABILITY TO PROVIDE RESALE**
19 **TELECOMMUNICATIONS SERVICES ON AN INTERCHANGE BASIS.**

20 **A.** ATG has ample financial resources to operate as a telecommunications reseller. In support of its
21 financial ability to provide service, ATG offers historical financial statements for the calendar year
22 2003 as well as the first two quarters of 2004. This information is attached to the Application as
23 Exhibit E.

24 **Q. HOW DOES ATG INTEND TO MARKET ITS SERVICES IN ILLINOIS?**

25 **A.** ATG intends to initially market its services throughout the State of Illinois via our direct sales
26 force. Our primary market is in "out-state" territories (defined as cities outside of Chicago) such
27 as Rockford, Peoria, Springfield, Decatur, Alton, Champaign etc. where there is a need for
28 competitively priced carrier options.

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3 **Q. ARE YOU FAMILIAR WITH THE TERM SLAMMING, AND IF SO, WHAT WILL**
4 **YOUR COMPANY DO TO PREVENT SLAMMING?**

5 **A.** Yes, I am familiar with the term and the meaning of slamming. Our company will take all
6 necessary measures in order to prevent slamming, including attempting to get a signed letter of
7 agency from all pre-subscribed customers prior to commencing service, and all marketing will be
8 done in accordance with all applicable state and federal regulations.

9 **Q. BRIEFLY DESCRIBE ATG'S TARIFF.**

10 **A.** ATG's tariff contains the rules, regulations and rates for services offered by the company which
11 fall within the Commission's jurisdiction, specifically intrastate usage and per call charges. Usage
12 rates apply to all completed calls. ATG offers direct dial, 800 and private line services. ATG's
13 proposed tariff fully describes each of the products offered by the company and clearly states the
14 rates associated with each product.

15 **Q. HOW WILL THE PEOPLE OF ILLINOIS BENEFIT FROM ATG'S SERVICES AND**
16 **PRESENCE IN ILLINOIS?**

17 **A.** Certification of ATG will enhance telecommunications competition in out-state Illinois.
18 Competition encourages technological innovation and efficient use of resources. Increased
19 competition has proven to benefit consumers by providing a wide variety of services and
20 processes from which consumers can choose. Certification of ATG will provide Illinois
21 consumers with a wider choice of services and providers from which to select their long distance
22 service and service provider.

23 **Q. DOES THIS CONCLUDE YOUR TESTIMONY?**

24 **A.** Yes.
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2 **STATE OF ARIZONA**

3 **COUNTY OF MARICOPA**
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5 **AFFIDAVIT**

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7 I, Robert D. Maguire, first being duly sworn upon oath depose and say that I am the President of Advanced
8 Telemanagement Group, Inc., the Applicant, and that I have read the above and foregoing prefiled
9 testimony by me subscribed and know the contents thereof, which testimony was filed in support of
10 Advanced Telemanagement Group, Inc.'s Application for a Certificate of Interexchange Authority to
11 Operate as a Reseller of Telecommunications Services Statewide in the State of Illinois; that said contents
12 are true in substance and in fact, except as to matters stated upon information and belief, and as to those, I
13 believe the same to be true.
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Robert D. Maguire
President

23 Sworn to and subscribed before me
24 this 2nd day of December, 2004.
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28 Notary Public

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30 My Commission Expires:
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